

## Message Text

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64

ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM/BIC/OED/MEPD/WHAIMES/LW

APPROVED BY EB/OCA/CM/BEBYRON

COM/BIC/OED/MEPD/CATKINS

COM/BIC/OED/MEPD/JHEAGEN ACT. DIR.

COM/BIC/OIM (INFO COPY)

NEA/PAB/MGJONES (INFO)

----- 054636

R 142304Z JUL 75

FM SECSTATE WASHDC

TO AMEMBASSY ISLAMABAD

AMCONSUL KARACHI

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E.O. 11652: N/A

TAGS: BEXP, PK

SUBJECT: CHEMTEX/DUPONT PROPOSAL FOR POLYESTER PLANT

REF: (A) ISLAMABAD 6129; (B) KARACHI 1368

1. PASSED INFO REF A TO TONNIES OF CHEMTEX, WHO NOW BACK  
IN U.S. STATUS FINANCING EMAINS SAME AS PER PARA TWO REF

A, ALTHOUGH COMPANIES PREPARING FOR MORE FORMAL APPROACHES  
TO OBTAIN FINANCING PACKAGE. IN ORDER TO AVOID POSSIBLE  
POLITICAL ISSUES INVOLVED; SUGGEST SUBJECT BE LEFT FOR  
COMPANIES TO DISCUSS WITH PAKISTANIS THEMSELVES AT THIS  
TIME.

2. AS PER REF B, CHEMTEX WAS GIVEN CONFIDENTIAL ASSURANCES  
THAT U.S. CONSORTIUM HAD WON PROJECT. AS CONSULATE ALREADY  
AWARE, HOWEVER, WHEN MAHMOOD AHMAD MADE PRESENTATION TO  
RAFI RAZA IN ISLAMABAD, RAFI RAZA DELAYED DECISION AGAIN.

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IN MEANTIME, TORAY WAS ABLE TO ARRANGE FOR SHAH NAWAZ TO  
VISIT TORAY PLANT IN BANGKOK. EXCUSE FOR DELAY IN DECISIO;  
MAKING WAS TO GIVE TORAY CHANCE TO MAKE FURTHER  
PRESENTATIONS. (ACCORDING TO TONNIES THIS IS SCHEDULED FOR

JULY 12.) CHEMTEX EXPECTS THAT TORAY WILL AGAIN REDUCE PRICE AT THAT TIME.

3. PLAN NOW IS FOR TONNIES TO RETURN TO KARACHI ON SUNDAY TO BE FOLLOWED LATER NEXT WEEK BY REMMER AND EMERSON. TONNIES HOPES TO BE IN POSITION TO ADVISE FCCC IN EVALUATING TORAY PROPOSAL, AND TO FURTHER MODIFY CHEMTEX/DUPONT BID TO MEET COMPETITION. TONNIES PLANNING MEETING WITH MAHMOOD AHMAD ON TUESDAY, JULY 15. CHEMTEX ALSO HOPES TO HAVE AHMAD ARRANGE FOR PRIVATE MEETING WITH RAFI RAZA, SINCE CHEMTEX/D'PONT/ROHM AND HAAS EXPOSURE TO THE MINISTER HAS BEEN MINIMAL. IF THIS FAILS, THEN CHEMTEX WILL REQUEST EM3ASSY ASSISTANCE. INGERSOLL

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## Message Attributes

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**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Copy:** SINGLE  
**Draft Date:** 14 JUL 1975  
**Decaption Date:** 01 JAN 1960  
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**Disposition Approved on Date:**  
**Disposition Authority:** johnsorg  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
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KARACHI  
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